

Message Text

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61

ORIGIN ARA-10

INFO OCT-01 ISO-00 EB-11 COME-00 RSC-01 /023 R

DRAFTED BY ARA/ECP:EMCOHEN:JD

APPROVED BY ARA/ECP:GROLSSEN

COMMERCE: BIC/OIM:EHEISER

ARA/MGT: GKRIEGER

COMMERCE: BIC/OIM:FMOLNAR

EB/CBA/OCA: JNESVIG (INFO)

ARA/APU: RFELDER

COMMERCE: BIC/OED/EID:GKEEN

----- 086849

R 152253Z AUG 74

FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES

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E.O. 11652: N/A

TAGS: BEXP, AR

SUBJECT: POSSIBILITIES FOR CONTRACTING OUT SOME COMMERCIAL
WORK

1. WASHINGTON ACTION STAFF (W.A.S.) FOR THE ARGENTINA CCP
HAS BEEN SEEKING TO FIND WAYS AND MEANS TO HELP EMBASSY
COPE WITH BURDENS IMPOSED BY LOSSES OF COMMERCIAL PER-
SONNEL. WE WOULD APPRECIATE RECEIVING EMBASSY'S PROMPT
COMMENTS ON TWO POSSIBILITIES DETAILED BELOW.

2. FIRST POSSIBILITY IS THAT EMBASSY MIGHT CONTRACT OUT
ALL OR NEARLY ALL OF ITS WTDR WORKLOAD. WE ARE AWARE THAT
THIS WAS DISCUSSED DURING VISIT OF CCP TEAM (COHEN AND
HEISER) IN JUNE, AND AT THAT TIME EMBASSY OFFICERS CONSID-
ERED THIS NOT FEASIBLE FOR VARIOUS REASONS. HOWEVER, WE
HAVE SINCE RECEIVED CONFIRMATION FROM STATE (ARA/MGT) THAT
FUNDS COULD BE MADE AVAILABLE TO THE EMBASSY FOR CONTRACT-
ING OUT WTDR'S, PROVIDED THAT THE CONTRACTING PRICE WOULD
BE MORE OR LESS IN LINE WITH PRICE BEING PAID BY OTHER ARA
POSTS THAT ALREADY ARE CONTRACTING OUT WTDR'S. IN LIGHT
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OF AVAILABILITY OF FUNDS AND NON-AVAILABILITY OF PERSON-

NEL, WE REQUEST EMBASSY TO TAKE ANOTHER HARD LOOK AT PRO'S AND CON'S OF CONTRACTING OUT WTDR'S; DETERMINE WHETHER THERE ARE FIRMS IN BUENOS AIRES THAT COULD DO THE WORK

SATISFACTORILY; OBTAIN REASONABLY FIRM PRICE QUOTATIONS FROM SUCH FIRMS; AND REPORT EMBASSY'S VIEWS AND FINDINGS TO US PROMPTLY.

3. ANOTHER POSSIBILITY IS THAT THE EMBASSY MIGHT CONTRACT OUT TO CIDIE (CENTRO INTERNACIONAL DE INFORMACION ECONOMICA) MUCH WORK INVOLVING THE COLLECTION AND COLLATION OF STATISTICAL DATA. AT THE TIME OF THE COHEN-HEISER VISIT, THE EMBASSY WAS LOOKING INTO THE DATA SERVICE OFFERED BY CIDIE, IN ORDER TO DETERMINE WHETHER ENOUGH MAN-HOURS COULD BE FREED-UP BY USE OF CIDIE TO JUSTIFY THE COST OF SUBSCRIBING TO THE SERVICE, WHICH WE UNDERSTAND WOULD BE APPROXIMATELY DOLS. 3,000 A YEAR. PLEASE REPORT YOUR FINDINGS PROMPTLY, IN AS MUCH RELEVANT DETAIL AS POSSIBLE. IF THE CASE FOR USE OF CIDIE IS PERSUASIVE, WE BELIEVE THAT ARA/MGT COULD PROVIDE THE REQUISITE FUNDS.

4. IF EITHER OR BOTH OF THE ABOVE POSSIBILITIES MATERIALIZE, THE W.A.S. BELIEVES THAT THE RESULTANT SAVINGS IN EMBASSY MAN-HOURS SHOULD BE APPLIED PRIMARILY TO DEVOTE MORE TIME TO MARKET RESEARCH THROUGH ESTABLISHMENT OF A MARKET ANALYSIS UNIT (CONSISTING OF ONE FSL), AS STIPULATED IN THE CCP RESULTING FROM THE COHEN-HEISER DISCUSSIONS AT THE EMBASSY; AND SECONDARILY TO DEVOTE MORE TIME TO OTHER ACTIONS STIPULATED IN THE CCP, PREFERABLY BY REINSTITUTING ONE OR MORE OF THE CAMPAIGNS DELETED FROM THE CCP BECAUSE OF THE PERSONNEL SHORTAGES. PLEASE LET US KNOW IF THE EMBASSY HAS DIFFERENT PRIORITIES IN MIND FOR THE USE OF ANY FREED-UP MAN-HOURS.

5. RE CONTRACTING OUT WTDR'S, EMBASSY SHOULD BE AWARE THAT END-USERS ATTACH MUCH IMPORTANCE TO THE EVALUATIVE COMMENTS IN THE FINAL SECTION OF A WTDR. CONTRACTORS ARE OFTEN UNABLE OR UNWILLING TO SUPPLY SUCH COMMENTS. EMBASSY SHOULD TRY TO FIND A CONTRACTOR WHO CAN AND WILL DO UNCLASSIFIED

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SO. A COMPETENT SMALL ORGANIZATION OR EVEN A LONE FREELANCER MAY PROVE TO BE A BETTER CONTRACTOR FOR THIS PURPOSE THAN A LARGE ORGANIZATION THAT FOCUSES MERELY ON CREDITWORTHINESS. ALSO, EMBASSY OFFICERS AND FSL'S WHO CANVASS FIRMS IN ORDER TO OBTAIN INFORMATION FOR TRADE OPPORTUNITY REPORTS, MARKET STUDIES, ADS LISTINGS OR OTHER PURPOSES, UNDER THE CCP'S CAMPAIGNS, SHOULD BE THE ONES WHO PREPARE WTDR'S ON THOSE PARTICULAR FIRMS, OR AT LEAST

SUPPLY THE EVALUATIVE COMMENTS FOR SUCH WTDR'S, EVEN IF A
CONTRACTOR IS HIRED. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE179594
Document Source: CORE
Document Unique ID: 00
Drafter: EMCOHEN:JD
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740225-0720
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740843/aaaabkxy.tel
Line Count: 117
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: martinjw
Review Comment: n/a
Review Content Flags:
Review Date: 06 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 JUN 2002 by reddocgw>; APPROVED <23 JAN 2003 by martinjw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POSSIBILITIES FOR CONTRACTING OUT SOME COMMERCIAL WORK
TAGS: BEXP, AR
To: BUENOS AIRES
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005